

Council Agenda Coversheet



Agenda Item Number	3.k.	Council Date	05/07/2019
Agenda Item Type	Contract/Agreement/Lease		
Subject	Toyota Center Video Boards		
Ordinance/Reso #		Contract #	
Project #		Permit #	
Department	Finance		
Consent Agenda	<input checked="" type="checkbox"/>	Ordinance/Reso	<input type="checkbox"/>
Public Mtg / Hrg	<input type="checkbox"/>	Other	<input type="checkbox"/>
Quasi-Judicial	<input type="checkbox"/>		

Recommendation

Staff recommends that Council authorize the purchase and installation of the Toyota Center video display boards to King County Directors Association (KCDA) / Daktronics Inc. in the amount of \$822,236.66.

Motion for Consideration

I move that Council authorize the purchase and installation of the Toyota Center video display boards to King County Directors Association (KCDA) / Daktronics Inc. in the amount of \$822,236.66.

Summary

The WHL has required that all venues for hockey meet minimum standards for video display boards by the beginning of the 2019/20 hockey season and the existing video boards at the Toyota Center do not meet those minimum standards. VenuWorks staff has received a bid from Daktronics Inc. through a cooperative contract that was bid by King County Directors Association (KCDA) to replace the existing video boards. The City is a participating member of KCDA and the contract with Daktronics was competed in compliance with the City's Purchasing Policy.

The Purchase includes supplying the equipment, installation and integration with existing control systems at the Toyota Center.

Alternatives

None recommended.

Fiscal Impact

\$822,237 - 404.010.594.75.63.01. This project will be paid from the Coliseum (Toyota Center & Arena) enterprise fund utilizing funding provided through a transfer from Capital Improvement Fund reserves that had previously been identified as a funding source for major capital improvements required at these facilities.

Through

John Noble

May 01, 10:37:44 GMT-0700 2019

Attachments:

Sales Agreement

Dept Head Approval

Dan Legard

May 01, 10:46:42 GMT-0700 2019

City Mgr Approval

Marie Mosley

May 03, 08:35:37 GMT-0700 2019

Recording
Required?

DAKTRONICS SALES AGREEMENT

Toyota Center
Corey Pearson
7100 W. Grandridge Blvd.
Kennewick, WA 99336

579217-1 REV 3

11-April-2019
Valid for 60 Days

RE: Toyota Center – Main Video

All pricing in accordance with King County Directors' Association Contract #AEPA IFB #016-I

Dear Corey,

Daktronics, Inc. ("Daktronics") appreciates the opportunity to provide a Sales Agreement to Toyota Center("Purchaser").

Equipment and Services:

Two (2) 6MM – 420x2100 Indoor Daktronics LED Video Displays
Video Production System

(See attachments for additional details.)

TOTAL CONTRACT PRICE (INCLUDING TAXES) \$822,236
(amount in USD)

Delivery Terms: Equipment is quoted FCA Destination. Ship Date will be determined after execution of this Sales Agreement, shop drawings are approved, and down payment is received.

Thank you for allowing Daktronics to submit a Sales Agreement for this project. We appreciate your consideration and are excited about the possibility of working with you. If you have any questions please contact the following:

Ryan Reiff
Regional Sales
503-201-2792
Ryan.Reiff@Daktronics.com

or

Jamey Gouin
Project Manager
434-444-3792
Jamey.Gouin@Daktronics.com

DAKTRONICS SALES AGREEMENT

ACCEPTANCE

The "Contract Documents" are comprised of the following and will be the basis of our Sales Agreement:

- Sales Agreement 579217-1 REV 3
- [SL-02375 Standard Terms and Conditions of Sale](#)
 - (http://www.daktronics.com/terms_conditions/SL-02375.pdf)
- [SL-02374 Standard Warranty and Limitation of Liability](#)
 - (http://www.daktronics.com/terms_conditions/SL-02374.pdf)
- Attachments
 - A [Equipment and Software](#)
 - B [Purchase Price and Payment Schedule](#)
 - C [Project Management, Engineering, and Site Support Services](#)
 - D [Installation Responsibilities](#)
 - E [Standard Warranty Service and Extended Services](#)

Purchaser hereby agrees to purchase the Equipment, peripherals, Services, and additional supplies as defined by the Contract Documents. The Contract Documents constitute the full and final understanding of the parties and entirely replace and supersede any previous understanding or agreement between the parties. By executing this agreement, Purchaser acknowledges that it has had opportunity and means to review the Contract Documents as provided, including any online documents.

The parties acknowledge and agree that Daktronics design and installation services meet the requirements of the building code in effect for the installation site as of the date of the Contract Documents, and is priced accordingly. In the event Daktronics is required at any time to conform its design or installation to a code with requirements greater than those required as of the date of the Contract Documents, the parties acknowledge and agree that Purchaser shall be fully responsible for all costs associated with such increased code requirements.

The parties agree that due to the volatile market for materials, including but not limited to steel, copper wire, electrical devices, and other related components, Daktronics reserves the right to adjust the contract price prior to execution of the Sales Agreement.

All notices required herein shall be given to Purchaser at the address indicated above unless otherwise directed by the Purchaser in writing. The delivery and installation shall be at the address indicated on page one unless otherwise provided below:

DAKTRONICS
SALES AGREEMENT

Product Delivery Address

Customer:
Address:
City, State, Zip:
Contact:
Phone and E-mail:

Installation/End User Address

Customer:
Address:
City, State, Zip:
Contact:
Phone and E-mail:

The undersigned has actual authority to execute this document, and Daktronics is relying upon such authority.

ATTESTATION:

PURCHASER:

By: _____ Name/Title: _____ Date: _____
Signature Print or Type

DAKTRONICS, INC:

By: _____ Name/Title: _____ Date: _____
Signature Print or Type

By: _____ Name/Title: _____ Date: _____
Signature Print or Type

Estimated Delivery: Determined by order date and approval of shop drawings.
Estimated Date of Substantial Completion: Determined by order date.

DAKTRONICS SALES AGREEMENT

ATTACHMENT A | EQUIPMENT AND SOFTWARE

Two (2) Indoor Daktronics LED Video Displays

- Daktronics Model: DVN-3000-5.9MN-2000-BC-MA-420x2100
- Approximate Active Area: 8.20' high x 41.01' wide
- Pixel Pitch: 5.9mm
- Matrix: 420x2100

Daktronics Integrated Control Solution includes the following:

- System Level Components
 - One (1) 14-port Gigabit Network Router
 - One (1) DSTI Rack-mounted server
 - One (1) Truck Dock data broadcast unit
 - One (1) Venus® Control Suite Server
 - One (1) Venus® Control Suite - Prime Package - Locally Hosted
 - One (1) Network Attached Storage Device; eight (8) terabyte
 - One (1) Show Control Single Monitor User Station
 - One (1) Show Control Software License
 - One (1) Rack-mounted Technician User Station
 - One (1) 40RU control rack with a caster base and vented top
 - One (1) 1500VA Uninterruptable Power Supply (UPS); 120VAC
- Video Display
 - Identical content configuration for displays
 - Two (2) DMP-8401 Daktronics Media Players
 - Two (2) VIP-5160 Daktronics Display Interface Processors
 - Primary/backup configuration of components
 - Output capable of controlling up to 500,000 pixels (modules) or 300,000 pixels (elements)
 - Supports one (1) external video source (SDI)

Five (5) Locker Room Clocks

- Daktronics Model: TI-2031
- Approximate Dimensions: 8" high x 1'3" wide

One (1) Set of Hockey Goal Lights

Video Production System (See Equipment List Attached)

Fiber Cabling

Two (2) All-Sport 5100 Controllers

TV Dock Feed

On-Site Installation Supervision & Commissioning

Secondary Structure

Physical & Electrical Installation of Structure & Display Cabinets

Demolition of Existing Displays

Project Management/Engineering & Certified Drawings

3% Spare Parts

Shipping to Site

Two (2) Years Parts and Labor Service

Five (5) Days – Operator Training

Three (3) Events – Technical Event Support

Bronze Content Package

Bonds

DAKTRONICS SALES AGREEMENT

ATTACHMENT B | PURCHASE PRICE AND PAYMENT SCHEDULE

The Purchase Price shall be \$822,236.00 (Including Taxes).

"Purchase Price" shall also include any additions or deletions pursuant to any duly authorized Change Orders.

The Payment Schedule is as follows, subject to credit review:

- Progress Payments: N30 with 5% Retainage

Financing option available; consult your sales representative for additional information.

TAXES: Taxes have been included in the price. Purchaser will be assessed all taxes and other governmental charges in connection with the sale, purchase, transportation, delivery, or use, of any of the goods provided, with the exception of taxes based upon Daktronics' net income. If Purchaser is tax-exempt or purchasing for resale, a copy of Purchaser's tax-exempt certificate shall be required at time of order.

CHANGE ORDERS: Without voiding the contract, the parties may agree to change the scope, timing, or other aspect of the deliverables. Such changes shall be in accordance with Section 3 of Standard Terms and Conditions of Sale (http://www.daktronics.com/terms_conditions/SL-02375.pdf)

All Change Order work performed by Daktronics or a subcontractor of Daktronics will be performed at cost plus 20% overhead and profit.

DAKTRONICS SALES AGREEMENT

ATTACHMENT C | PROJECT MANAGEMENT, ENGINEERING AND SITE SUPPORT SERVICES

Our project management philosophy is focused on a smooth and uneventful experience for the Purchaser, and mitigating risk throughout the project to ensure there are no unexpected costs or delays. This philosophy includes a team tailored and dedicated to the unique needs of your project. Yet, understanding the need to have clear communication, your single point of contact will be our assigned project manager, who is familiar with your project and has completed jobs of similar scope and scale to yours.

Your project manager will collaborate with you and the entire project team to make sure every detail is covered and you have a clear understanding of what is happening during the course of the project.

Because our engineering capabilities are in-house, there is a reduction of risk in the possibility of issues arising. If there are items or discrepancies that come up, we can quickly address them to make sure problems do not compound. These engineering capabilities include mechanical, structural, electrical, and control systems to design and document the overall system.

Throughout the project, the project manager and the Purchaser will collaborate on many items. Some core functions of this process include:

- Organizing the key project team members from all parts of the project to complete the services as defined on the Installation Responsibilities (Attachment D). The responsibilities checklist is provided to make sure all parties clearly understand the scope and expectations.
- Establishing and managing the project timeline to meet the needs of your team.
- Reviewing the preliminary and/or final project shop drawings as per scope. This includes an explanation of the drawings and key items to approve before production.
- Coordinating shipments and deliveries to align with the established timeframes.
- Communicating activities of the Daktronics project team to understand when staff will be on-site for specific duties such as equipment installation support, control room set-up, final connections, system testing and training.
- Finalizing the project and securing project acceptance.

SUPPORT AND TRAINING

Daktronics support includes comprehensive training options, from technical training to learning how to use the software. We offer several different formats to suit your needs and schedule. Talk to your representative about what training is best for your needs.

DAKTRONICS CREATIVE SERVICES

- Daktronics will provide a media kit.
- Additionally, Daktronics will provide a bronze content package. See www.daktronics.com/ContentRates for details.
- A Daktronics Creative Services Account Manager will work with Purchaser to fulfill all content packages. Quotes will be provided to the Purchaser detailing the scope of work and price chargeable at the then-current rate for services. Upon mutual agreement of the scope(s), Daktronics will furnish the content to Purchaser at no additional charge so

DAKTRONICS SALES AGREEMENT

long as the Purchaser has sufficient credit of creation services remaining. The content creation services credit for Basic and Bronze packages will expire one (1) year following the execution of the contract documents. All other packages will expire three (3) years following the execution of the contract documents unless otherwise noted. Any remaining credit at the end of this period shall become void. The services are subject to the limitations on content creation such as trademark, copyright, and intellectual property right limitation. Creative Services Terms and Conditions (<http://www.daktronics.com/DCSTC>).

Unless specifically outlined in the Contract Documents, this order does not include the following:

- Physical installation
- Electrical installation
- Installation support
- Preventative maintenance
- Cable or conduit including labor
- Freight or insurance costs
- Any additional site related costs
- Appropriate structure, footing, and engineering
- Bonding

DAKTRONICS
SALES AGREEMENT

ATTACHMENT D | INSTALLATION RESPONSIBILITIES

Responsible Party		Description
Daktronics	Customer	
✓		1. Secure necessary construction permits.
✓		2. Removal of existing equipment.
✓		3. Removal of existing structure.
✓		4. Disposal of existing equipment.
✓		5. Disposal of existing structure.
✓		6. Generate and issue site specific electrical and signal drawing submittals for video equipment.
✓		7. Generate and issue site specific equipment shop drawing and attachment detail submittals for video equipment.
	✓	8. Provide approval of all engineering drawings, electrical drawings, shop drawings, equipment locations, color renderings, and ad copy layouts.
	✓	9. Customer is responsible to ensure the existing structure/building is adequate, including any necessary modifications, for the installation of the Equipment, including but not limited to (i) obtaining certified engineer drawings to the extent required by law and (ii) providing Daktronics, upon reasonable request, documentation relating to the existing structure and modifications necessary for Daktronics perform its work.
✓		10. Engineering design and certification for Equipment attachment design.
	✓	11. Unobstructed access to equipment and control room installation site until display is 100%.
	✓	12. Mark location of the new Equipment as delineated in the quote.
✓		13. Site clean-up after Daktronics work.
✓		14. Crating and shipping of all equipment to facility via common or independent carrier.
✓		15. Accept, lift, unload, and inspect all video equipment and control equipment from carrier.
	✓	16. Provide storage of video equipment and control equipment in a safe, dry, and secure location until installation.
✓		17. Fabricate and install substructure.
✓		18. Prime and paint substructure
✓		19. Lift and mount Equipment listed in this quotation.
	✓	20. Provide primary power feed up to 30' away in the form of transformer and electrical disconnect with over current protection, and distribution panel per all applicable electrical codes and regulations. Note: Maximum voltage of 120 volts line to neutral for all display systems.
✓		21. Provide secondary power conduits, breakers, power cable and power hook-up from the distribution panel 30' away to all Daktronics supplied load centers/termination panel at/within the Equipment.
	✓	22. Provide and install signal cable conduit, with pull string, from control location to all Equipment locations/signal termination points, as delineated in the electrical and signal drawings.

SALES AGREEMENT

✓	23. Communication responsibility (DSL line, Network, Static IP address and associated monthly fees) as necessary for this system. Supply static IP address five (5) days prior to installation.
✓	24. Furnish signal cable as delineated on the quote.
✓	25. Labor to pull all new signal cable (and remove existing cable, if required).
✓	26. Terminate signal cable at control location and video Equipment.
✓	27. Provide a climate controlled and secure control room for all control systems (on/off venue site). Control room is to be climate controlled by Customer. Normal operating temperature should be between 65 and 75 degrees Fahrenheit. Normal operating humidity should be less than 80 percent non-condensing. Storage temperature should be between 40 and 95 degrees Fahrenheit. Storage humidity should be less than 95 percent non-condensing.
	28. Provide high speed internet connection to control room equipment.
	29. Required power outlets on clean dedicated circuit(s) for all video and control equipment.
✓	30. Provide computer(s) for control software.
✓	31. Unpack, set-up, hook-up, and testing of control system.
✓	32. Provide personnel for maintenance and operator training.
✓	33. Perform final systems testing and commissioning.
✓	34. Final acceptance, per DF-1252.
✓	35. Walk-thru inspection at Substantial Completion and identification of punch list items
✓	36. Completion of punch list items.

NOTE: All change order work performed by Daktronics or Daktronics subcontractor will be performed at cost plus 20% overhead and profit.

DAKTRONICS SALES AGREEMENT

ATTACHMENT E | STANDARD WARRANTY SERVICE AND EXTENDED SERVICES

FIRST YEAR OF SERVICE:

One Year Standard Parts and Labor Warranty DD1425981

(<http://www.daktronics.com/standardpartsandlabor>) concurrent with One Year Warranty and Limitation of Liability

ADDITIONAL YEARS OF EXTENDED SERVICE: Extended Services shall commence upon expiration of first year of Service, subject to the Terms and Conditions of Extended Service SL-05662 (http://www.daktronics.com/terms_conditions/SL-05662.pdf).

Year 2 Enhanced Service per DD1468991 (<http://www.daktronics.com/enhanced>)

EXCLUSIONS

Third party systems, hoist systems, and any ancillary equipment is expressly excluded from any applicable Standard Service or Extended Service referenced above. Third party systems and ancillary equipment includes, but is not limited to, front end video control systems, audio systems, video processors and players, HVAC equipment, LCD screens, static advertising panels and displays. Daktronics will pass along any manufacturer's warranty. For a list of products commonly excluded from the Standard Service and Extended Service scope and to view the manufacturer's warranty, go to <http://www.daktronics.com/exclusions>.

EVENT SUPPORT

One event is defined as a single gate open to close with up to 6 hours on-site. Event support dates need to be agreed upon two weeks prior to the event.

- Technical event support will include (1) event.
 - Technical Event support includes on-site reactionary hardware response to display and computer issues. If parts and circumstances allow, repair and replacement will be handled by the on-site Technical Support.

SPARE PARTS PACKAGE

Adequate spare parts to support Daktronics' manufactured products with the quantities of each component included are based off well-trained engineers' and project managers' assessments of the custom display.

CUSTOMER SERVICE SUPPORT

Service Coordination and Technical Support are available 24/7/365 via 1-866-343-6018.

Quote 579217-2-0 | View Quote Details

Quote Description

Quote Number: 579217-2-0	Reference:	Description:				
Quote Total: \$622,236.66	Days Valid: 90					
Quote Date: 12-Apr-19	Expiration Date: 11-Jul-19					
Bill To: Toyota Center	Contact: Corey Pearson	E-mail:				
Address 1: 7100 W Grandridge Blvd	City: Kennewick	State: WA	Phone: 509-737-3701			
Address 2:	Country: USA	Zip: 99336	Fax:			

Signatures on Quote:

Sales Person: Ryan Reiff
Coordinator: Ashley Becker

Terms: To be determined – based on credit FCA: DESTINATION Delivery: Call for production time
Charge Tax: Carrier: Independent/Dedicated Truck

Exclusion List:
Structure, Foundation, Power, Hoist, Engineering Certification, Signal Conduit, Labor to Pull Signal Cable, Applicable Permits, Electrical Switch Gear or Distribution Equipment, Front End Equipment

External Comments (Appears on Final Quote)

Service Comments (For Service Parts & Labor Quotes Only)

Main Equipment List

Main Equipment/Services List						
Equipment List						
Item Type	Model/Part Number	Description	List Price	Qty	Adj. Price	% Disc.
MAIN	<u>W-2121</u>	Fiber Optic Cable; 50 µm Multimode; 4 Fiber with non-terminated ends	\$0.99	300	\$0.99	10.00
MAIN	<u>W-1489</u>	Fiber Optic Cable; 50 µm Multimode; 6 Fiber with non-terminated ends	\$1.37	2000	\$1.37	10.00
MAIN	<u>Wire Outdoor 4 Conductor W-1234</u>	22 AWG Twisted Pair Shielded Wire (Per Foot)	\$0.45	2000	\$0.45	10.00
MAIN	<u>SERVICE W-1245</u>	CABLE;6PAIR 22AWG STRD INDIVIDUAL SHIELD	\$5.00	1250	\$5.00	10.00
MAIN	<u>Fiber patch panels</u>	Control room and display fiber patch panels; 6 fiber	\$1,295.00	2	\$1,295.00	10.00
MAIN	<u>SERVICE A-3195</u>	DWLD;SW LIC; DSTI-DAKSTATS- STANDARD	\$1,250.00	1	\$1,250.00	10.00
MAIN	<u>SERVICE OA-1196-0158</u>	REMOTE HORN DRIVER W/ENCLOSURE	\$2,000.00	2	\$2,000.00	10.00
MAIN	<u>Control-B video Inputs- SD/HD (Primary/Backup Player & Processor) w/ HP TouchSmart</u>	8 video inputs with TriCaster 860; Includes TimeWarp Single Channel Replay	\$99,535.00	1	\$99,535.00	10.00
MAIN	<u>0A-1196-0002</u>	All Sport 5100 Timing Console	\$1,800.00	2	\$1,800.00	10.00
MAIN	<u>Indoor Scoreboard Radio Communication (Transmitter)</u>	Frequency of 2.4 GHz	\$425.00	2	\$425.00	10.00
MAIN	<u>Radio Receiver</u>	Frequency of 2.4 GHz	\$425.00	4	\$425.00	10.00
MAIN	<u>Camera Kit - HD Camera with HD output (Wired)</u>	SONY NX5R-High Definition	\$15,959.00	4	\$15,959.00	10.00
MAIN	<u>Comments</u>	Teradek Bolt 1000 Camera Wireless Transmitter/receiver	\$0.00	1	\$6,500.00	10.00
MAIN	<u>All Sport® CG HD Kit</u>	All Sport® Character Generation High Definition Kit	\$1,500.00	1	\$1,500.00	10.00
MAIN	<u>Control room headset kit - Wired</u>		\$1,986.00	1	\$1,986.00	10.00
MAIN	<u>Headset Starter Kit (Wireless)</u>	Control room adder for up to 2 wireless headsets (Must have control room headset kit to include this option. This kit includes 1 wireless headset.)	\$7,535.00	1	\$7,535.00	10.00
MAIN	<u>Headset kit (Wired)</u>	Must have Control room headset kit to include this option.	\$856.00	3	\$856.00	10.00
MAIN	<u>DVN-3000-5.9MN-2000-BC-MA-420x2100-AUTOBR-LT-SR-FOR-PCA-CNTLRM-None</u>		\$0.00	2	\$241,358.00	10.00
MAIN	<u>TI-2031-R-UV</u>	Indoor UniView® Locker Room Clock; Without Controller	\$625.00	5	\$625.00	10.00
MAIN	<u>Goal Light Set - Varsity Model, 120V or 230V</u>	Goal Light Set - Varsity Model, 120V or 230V	\$3,040.00	1	\$3,040.00	10.00
MAIN	<u>Physical Installation</u>	See attachment A.	\$999,999.00	1	\$69,502.95	0.00
MAIN	<u>Electrical Installation</u>	See attachment A.	\$999,999.00	1	\$26,952.43	0.00
MAIN	<u>Daktronics System Certified Structural Drawings >100</u>	Engineered stamped drawings for footing and beams	\$1,200.00	1	\$1,200.00	0.00
MAIN	<u>Daktronics System Electrical Drawings >100</u>	Power and control system drawings	\$1,000.00	1	\$1,000.00	0.00
MAIN	<u>Daktronics System Installation Drawings >100</u>	Attachment support system drawings	\$1,000.00	1	\$1,000.00	0.00
MAIN	<u>System Startup</u>	Final Commissioning of Equipment	\$850.00	5	\$850.00	0.00
MAIN	<u>Comments</u>	Additional on-site training. Two days at 8 hours/day	\$0.00	16	\$105.00	0.00
MAIN	<u>FREIGHT</u>	Shipping - two independent loads	\$999,999.00	2	\$7,250.00	0.00
MAIN	<u>Bonds</u>		\$999,999.00	1	\$2,973.00	0.00
MAIN	<u>Taxes</u>	8.6%	\$999,999.00	1	\$757,124.00	91.40

Total:

\$815,438.76

Extended Service List

4/12/2019

Quote Details

Item Type	Model/Part Number	Description	List Price	Qty	Adj. Price	% Disc.	Selling Price
MAIN	Standard Video with Tricaster		\$7,200.00	1	\$7,200.00	0.00	\$7,200.00
Total							\$7,200.00

Originated By: [Robin Hannasch](#)

Originated On: 12-Apr-19

Last Modified By: [Robin Hannasch](#)

Last Modified On: 12-Apr-19

This Information is Company Confidential

\$815,036.66
+ 7,200
= 822,236.66

truncated output for quote: \$822,236

FOR TWO DISPLAYS		QTY Needed	Unit	Total Incl O&P	Extended Total	City Index	Total	R.S. Means Reference
Crew Mobilization		1	Hours \$	315.00	\$ 315.00	97.4%	\$ 306.81	3 Man Crew $3 * 105 = \$315/\text{hour}$
Truck Unloading and Equipment Staging		2	Hours \$	315.00	\$ 630.00	97.4%	\$ 613.62	3 Man Crew
Daily Start Up and Shut Down w/Daily Breaks		12	Hours \$	315.00	\$ 3,780.00	97.4%	\$ 3,681.72	3 Man Crew
Demolition								
Structural	Displays	12	Hours \$	315.00	\$ 3,780.00	97.4%	\$ 3,681.72	3 Man Crew
	Waste Disposal	2	Hours \$	315.00	\$ 630.00	97.4%	\$ 613.62	3 Man Crew
Display Installation	Verticals	1394.88	LBS \$	2.86	\$ 3,996.33	97.4%	\$ 3,892.43	51223.75
	Horizontals	3380.04	LBS \$	2.86	\$ 9,683.81	97.4%	\$ 9,432.03	51223.75
Equipment	Displays	62	Hours \$	315.00	\$ 19,530.00	97.4%	\$ 19,022.22	3 Man Crew
	Locker Room Clocks	3	Hours \$	315.00	\$ 945.00	97.4%	\$ 920.43	3 Man Crew
Total	12' Forklift	12	Day \$	341.83	\$ 4,101.90	97.4%	\$ 3,995.25	01 54 33.4
	12 Ton Crane w/Operator	12	Day \$	1,290.60	\$ 15,487.20	97.4%	\$ 15,084.53	01 54 33.6
	80' Lift	12	Day \$	706.59	\$ 8,479.02	97.4%	\$ 8,258.57	01 54 33.4
							\$ 69,502.95	
								Physical Installation

FOR TWO DISPLAYS		QTY Needed	Unit	Total Incl O&P	Extended Total	City Index	Total	RS Means Reference
Electrical	Conduit	240	LF \$	8.21 \$	1,970.80	97.4%	\$ 1,919.56 1 Electrician	26 05 33.13
	Power Wire	240	CLF \$	9.00 \$	2,160.00	97.4%	\$ 2,103.84 1 Electrician	26 05 19.90
	Terminations	32	EA \$	85.50 \$	2,736.00	97.4%	\$ 2,664.86 1 Electrician	26 05 19.35
	Distribution Panels	2	EA \$	3,125.00 \$	6,250.00	97.4%	\$ 6,087.50 1 Electrician	26 24 16.30
Low Voltage	Conduit	775	LF \$	4.38 \$	3,397.50	97.4%	\$ 3,309.17 1 Electrician	27 13 23.13
	Communications Optical Fiber	2250	CLF \$	2.28 \$	5,123.00	97.4%	\$ 4,989.80 1 Electrician	26 05 33.13
Equipment	80' Lift	10	Days \$	603.46 \$	6,034.60	97.4%	\$ 5,877.70 None	0154 33.4
Total							\$ 26,952.43	Electrical Installation